

**VOLKSWAGEN  
FINANCIAL SERVICES**  
THE KEY TO MOBILITY

# ELECTRIFICATION-AS-A-SERVICE

Volkswagen Financial Services AG



# Multiple factors lead to a change towards electric mobility

## Climate Change Awareness

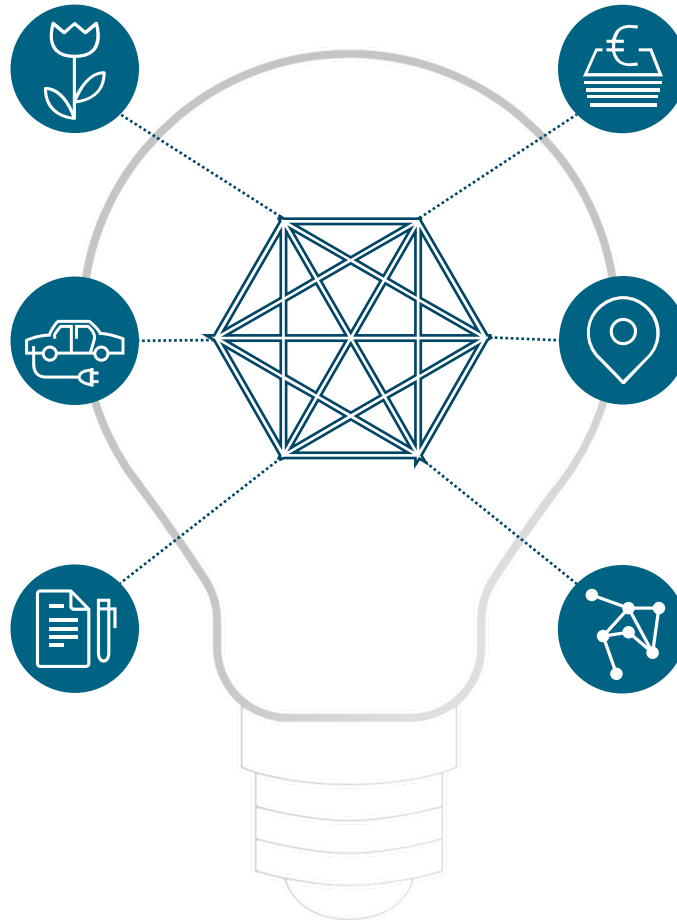
Reduction of greenhouse gas emissions and achieving sustainability targets

## Increasing Demand for Electric Vehicles

Record sales of electric vehicles and adoption e-bikes

## Growth in Operating Lease

Increasing demand for flexible leasing contracts



## Government Frameworks & Incentives

Fiscal incentives, grants for electric vehicles and charging infrastructure

## Trends in Urbanization

Improving air quality in urban areas through electric and multimodal mobility

## Covid-19 Impact

Changes in working practices and acceleration of digitalization

# There is an immediate need for action



## FLEET ELECTRIFICATION

Fleet electrification is consistently stated as a priority 1 topic by fleet Managers. Through government subsidies across Europe, electric vehicles excel already more than **30% of new car orders**.



## COSTS

Meanwhile the **Total Cost of Ownership** of electric vehicles is **lower** than conventional ones



## IMAGE

Around **8 out of 10** large international companies have **adapted their car policies** to integrate electric vehicles



## SUSTAINABILITY

**Electric mobility** is a key factor towards a **climate-friendly mobility**



## Each company leading in its chosen field

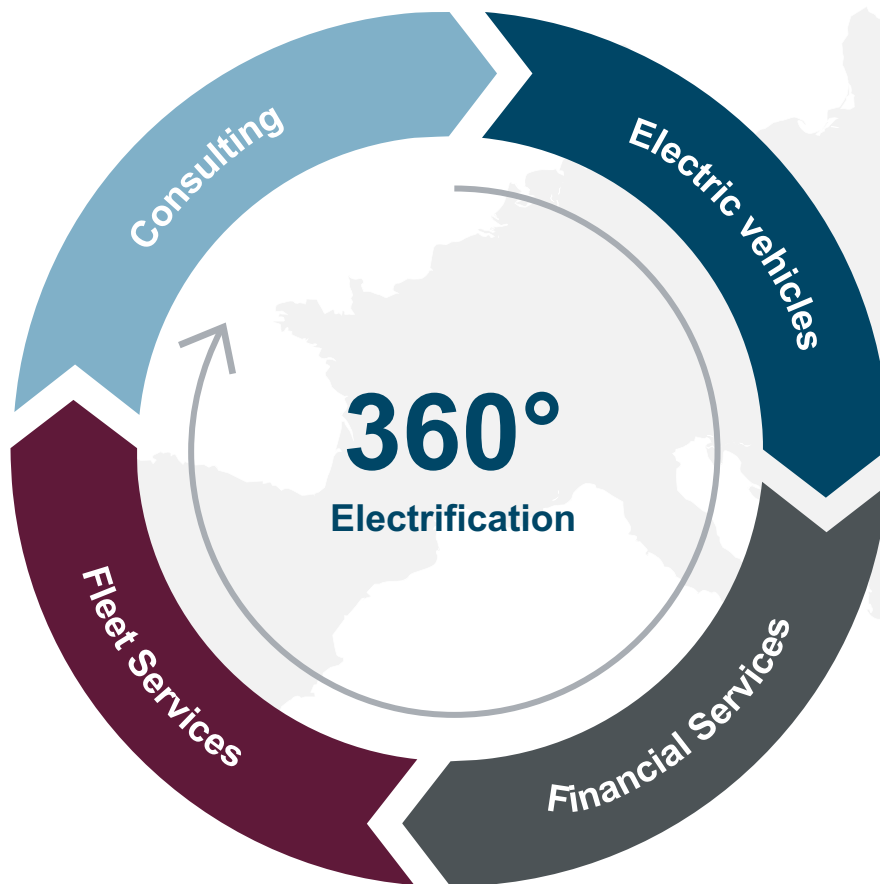
### Consulting services

Experts in consulting, digitalization and for charging infrastructure as well as energy management



### Fleet services and logistics

Experts for a wide range of fleet management services



### Electric vehicles

Experts in providing a wide range of electric vehicles

**VOLKSWAGEN**  
GROUP FLEET INTERNATIONAL

### Financial services

Experts for a wide range of financial services

**VOLKSWAGEN**  
FINANCIAL SERVICES



# 360° Portfolio Modules

## VEHICLE & SERVICE MODULES – CORE BUSINESS

### Electrified Vehicles

Vehicles

Consulting

EV Tools

**VOLKSWAGEN**  
GROUP FLEET INTERNATIONAL

### Full-Service Leasing

Leasing &  
Services

Consulting

Charge &  
Fuel Card

EV Tools

**VOLKSWAGEN**  
FINANCIAL SERVICES**MHP**  
A PORSCHE COMPANY**Elii**  
empowering electric life.**INTELLIGENT  
ENERGY SYSTEM  
SERVICES****VOLKSWAGEN BANK**  
GMBH

### STRATEGIC MODULES

Electrified Fleet  
ManagementE-Car Policy  
DevelopmentDecarbonizing  
StrategyFinancial Business Case  
for Electrification

### OPERATIONAL MODULES

Energy Policy

Charging Supplier  
Procurement

Charging Infrastructure\*

Financing Charging  
InfrastructureElectric Fleet  
Staff Training

### TECHNICAL MODULES

Load Management

Renewable  
Energies

Storage Systems

### DIGITALISATION

Adaption of IT-Systems

Battery Lifecycle  
ManagementE-Reporting, Dashboards  
and ForecastingLoad Management  
with SAP

# Everything you need to electrify your fleet out of one hand



Realize a seamless end-to-end e-mobility integration with one partner on your side



Benefit from the expertise and premium services of the leading experts in their field



Eliminate your carbon footprint through innovative and digital e-mobility solutions



Reduce your costs through an effective electrification strategy and policy



Master and finance the complex transformation to an electric fleet and infrastructure



Improve your employer brand and image with truly sustainable efforts